RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

July 9, 1998

RJR Account #533288
Mr. B. Corrigan
JONES McINTOSH, INC.

SALEM TEAR TAPE PROMOTION #800438: AUGUST

Dear Bill:

Attached are **August** orders for *Salem .30¢ Tear Tape* product. No displays are required, as retailers will utilize displays they received with the July Salem Tear Tape distribution. Ship the number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. ***This product is being shipped @ .30¢ off-invoice.***

RJR will reimburse you **$4.75** per promoted 6M case for all displays packed and shipped to retail on a timely basis.

PARTNERS 'BONUS' REPORTING DESCRIPTION	S A L _ 9 8 _ . 3 0 / _ 1 P K _

See attached for additional promotional details. As always, thanks for your assistance in the marketing of our products.

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: S. Schwalm
Enc. Retail Customer List
Wholesaler Packing Instructions
AUGSAL.DOC

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Source: https://www.industrydocuments.ucsf.edu/docs/gtnn0000

JONES McINTOSH, INC.

AUGUST DELIVERY
SALEM TEAR TAPE

UTILIZE ANY RESIDUAL BRAND STYLE QUANTITIES FROM JULY PRODUCT DISTRIBUTION TO MEET AUGUST DISTRIBUTION AS NEEDED

PRODUCT PO # N/A

UPC Code	SALEM BRAND STYLE	#/ (6M) Cases @ .30¢ Off
12300-24194	*Full Flavor*	4
12300-24195	*Full Flavor 100*	4
12300-24196	*Light*	4
12300-24197	*Light 100*	4

PRODUCT / DISPLAYS ARRIVAL: JULY 27, 1998

SHIP DATE TO RETAIL: WEEK OF: AUGUST 10, 1998

EFT $ AMOUNT: $5,193.76

PACKING / SHIPPING PAYMENT $76.00
(16 (6M) promoted case(s) @ $4.75).

AUGUST Drive Period 808 / Promotion #800438

PROMOTION DESCRIPTION:

SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER AS INDICATED ON THE ATTACHED CUSTOMER LIST.

RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY WHICH WAS SHIPPED WITH JULY PRODUCT DISTRIBUTION.

AUGUST DELIVERY

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WHOLESALER : 533288 JONES MCINTOSH TOBACCO CO. <DIRECT>
TEMPLATE : 800438 80800 SAL 98 .30/1 NO
SALES LEVEL : 16XXXX

TERR	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85 QTY	M100 QTY	LT M85 QTY	LT M100 QTY	TOTAL QTY	CHAIN-ID	TAX JURIS	SUPPLIER
162205	042749	DIMARIA'S NEWS	325 GIFFORD ST	SYRACUSE	NY	13204	2	2	2	2	8			
162202	075877	NORTHSIDE FOOD & BE	233 NORTH ST	AUBURN	NY	13021	1	1	1	1	4			
162205	171329	LAFAYETTE IGA #810	2512 ROUTE 11	LA FAYETTE	NY	13084	1	1	1	1	4			
162206	171389	SKIPS MARKET	116 N MAIN ST	SHERBURNE	NY	13460	2	2	2	2	8			8016
162205	171656	DURSTONS	515 W GENESEE ST	SYRACUSE	NY	13204	2	2	2	2	8			
162206	171685	TEMPLE DAIRY	312 FAYETTE ST	MANLIUS	NY	13104	1	1	1	1	4			
162205	172810	IKES SUPERETTE	210 PARK ST	SYRACUSE	NY	13203	1	1	1	1	4			
162205	173012	ROCKYS NEWS	447 N SALINA ST	SYRACUSE	NY	13202	1	1	1	1	4			
162205	173166	BRILBECKS MARKET	620 ULSTER ST	SYRACUSE	NY	13204	1	1	1	1	4			
162605	268994	NORTHSIDE GROCERY	1202 N MAIN ST	NEWARK	NY	14513	1	1	1	1	4		NYS	5448
162202	269019	GEORGES GROCERY	1292 WATERLOO GEN	WATERLOO	NY	13165	1	1	1	1	4		NYS	7434
162202	284661	NOBLES CONV MART	7802 MAPLE RD	BALDWINSVIL	NY	13027	1	1	1	1	4			0976
162205	305318	COSTA'S MARKET	75 WEST STREET	HOMER	NY	13077	2	2	2	2	8		NYS	
162202	328323	SUNSHINE MINI	500 OLD LIVERPOOL	LIVERPOOL	NY	13088	2	2	2	2	8			
162202	337722	VILLAGE STOP N SHOP	665 S MAIN ST	CENTRAL SQU	NY	13036	1	1	1	1	4			
162202	350263	STRUPPLERS BIG M 72	909 W FIRST ST	FULTON	NY	13069	2	2	2	2	8			
162205	375584	OLYMPIC NEWS	109 S WARREN ST	SYRACUSE	NY	13202	1	1	1	1	4			
162205	391370	NEIGHBORHOOD FOODS	139 N GEDDES ST	SYRACUSE	NY	13204	3	3	3	3	12			
162206	400859	TOMA'S MOHAWK MINI	1160 MOHAWK ST	UTICA	NY	13501	3	3	3	3	12		NYS	
162605	418771	VALVANO'S CNTRL NEW	185 S MAIN ST	CANANDAIGUA	NY	14424	1	1	1	1	4			3102
162205	431998	POOLERS GROC & DELI	301 S LOWELL AVE	SYRACUSE	NY	13204	1	1	1	1	4			
162202	432036	104 STORE	13824 STATE ROUTE	RED CREEK	NY	13143	1	1	1	1	4			
162202	435553	GREAT NO MOBIL SERV	4031 STATE ROUTE	LIVERPOOL	NY	13090	2	2	2	2	8			
162202	464894	SUNSHINE MINIMART #	3000 BELGIUM RD	BALDWINSVIL	NY	13027	1	1	1	1	4			
162205	478200	SABASTINO'S PIZZA	447 WESTCOTT ST	SYRACUSE	NY	13210	1	1	1	1	4			
162202	491331	JOHN GLENN SERVICE	7435 OSWEGO RD	LIVERPOOL	NY	13090	1	1	1	1	4			
162205	500127	THE DEPOT	6497 E SENECA TPK	JAMESVILLE	NY	13078	2	2	2	2	8			
162206	519349	FYLER RD CONVENIENC	991A FYLER RD	KIRKVILLE	NY	13082	1	1	1	1	4			
162205	569765	C &Y CONVENIENT	53 RIDGE RD	LANSING	NY	14882	1	1	1	1	4			
162605	579857	NEWFIELD SUNNY'S	1253 W DANBY RD	NEWFIELD	NY	14867	1	1	1	1	4			
162206	599498	JAMES ST MARKET	401 JAMES ST	UTICA	NY	13501	2	2	2	2	8			
162205	621049	LUCKY 7	3100 COURT ST	SYRACUSE	NY	13206	5	5	5	5	20			
162205	632833	WEEKS ATLANTIC	20 GENESEE ST	CAMILLUS	NY	13031	1	1	1	1	4			
162202	632847	HESS #32275	193 GRANT AVE	AUBURN	NY	13021	1	1	1	1	4	0353-0100		
162202	647727	A-PLUS MINI MARKET	7653 MORGAN RD.	LIVERPOOL	NY	13090	2	2	2	2	8	0362-0102		
162205	649134	A-PLUS #4389	2500 ERIE BLVD.	SYRACUSE	NY	13224	1	1	1	1	4	0362-0102		042416
162605	654787	VICTOR CONVENIENCE	6373 VICTOR MANCH	VICTOR	NY	14564	3	3	3	3	12			
162202	655485	MS GILL A-PLUS	5136 TAFT & BUCKL	LIVERPOOL	NY	13088	2	2	2	2	8	0362-0102		
162205	656818	EXPRESSWAY MKT	3226 S. SALINA ST	SYRACUSE	NY	13205	3	3	3	3	12			
162605	657233	VALVANO'S CLIFTON N	22 W MAIN STREET	CLIFTON SPR	NY	14432	2	2	2	2	8			8055
162206	660680	J&K BEVERAGE	1 LENOX AVE	ONEIDA	NY	13421	2	2	2	2	8			8221
162205	660937	ROSE'S CORNER MKT	539 COURT ST	SYRACUSE	NY	13208	1	1	1	1	4			

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TEMPLATE : 800438 80800 SAL 98 .30/1 NO
SALES LEVEL : 16XXXX

TERR	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85 QTY	M100 QTY	LT M85 QTY	LT M100 QTY	TOTAL QTY	CHAIN-ID	TAX JURIS	SUPPLIER
162206	662855	A-PLUS #4212	3492 ERIE BLVD E	DEWITT	NY	13214	1	1	1	1	4	0362-0102		
162605	677756	SCHAEFER'S MARKET	7764 RIDGE RD	SODUS	NY	14551	1	1	1	1	4			
162602	679258	TUBBY'S DELIRAUNT	1097 LONG POND RD	ROCHESTER	NY	14626	1	1	1	1	4			
162205	689192	OLYMPIC NEWS 2	441 S SALINA ST	SYRACUSE	NY	13202	1	1	1	1	4			
162205	696028	MAJOR GASLAND INC.	1825 TEALL AVE	SYRACUSE	NY	13206	1	1	1	1	4	0362-0102		
162205	696125	STAFFORD CONVENIENC	372 STAFFORD AVE	SYRACUSE	NY	13206	2	2	2	2	8			
162205	703571	KLEEN FOOD 2	500 CATHERINE ST	SYRACUSE	NY	13203	2	2	2	2	8			
162205	706005	FAMILY FOOD MARKET	814 BUTTERNUT ST	SYRACUSE	NY	13208	1	1	1	1	4			
162206	712280	COOPERSTOWN NEWS	69 MAIN ST	COOPERSTOWN	NY	13326	1	1	1	1	4			
162202	718856	BALDWINSILLVE A-PLU	35 E GENESEE ST	BALDWINSVIL	NY	13027	3	3	3	3	12	0362-0102		
162205	721872	NELSON'S NEWS	1 MONY PLZ	SYRACUSE	NY	13202	1	1	1	1	4			
162205	722156	DEB'S DISCOUNT	47 GENESEE ST	GREENE	NY	13778	1	1	1	1	4			
162205	722158	M&M GROCERY	140 OAKWOOD AVE	SYRACUSE	NY	13202	1	1	1	1	4			
162206	725856	NARAYAN CONV., INC.	1148 FLOYD AVE	ROME	NY	13440	2	2	2	2	8			
162205	731954	GOLDEN MKT 2, INC.	1701 COURT ST	SYRACUSE	NY	13208	3	3	3	3	12			
162205	732125	CFM #87001	356 N MIDLER AVE	SYRACUSE	NY	13206	1	1	1	1	4			
162205	739321	GOLDEN MARKET	1008 BUTTERNUT ST	SYRACUSE	NY	13208	3	3	3	3	12			
162206	739433	CENTRAL DISTRIBUTIN	201 SCONONDOA ST	ONEIDA	NY	13421	1	1	1	1	4			
162205	744911	PAVIAS MARKET	854 N SALINA ST	SYRACUSE	NY	13208	1	1	1	1	4			
162605	750230	VALVANOS PALMYRA NE	212 E MAIN ST	PALMYRA	NY	14522	1	1	1	1	4			
162205	753152	K-1 CONVENIENT	2204 BURNET AVE	SYRACUSE	NY	13206	1	1	1	1	4			
162206	760345	RJ'S MARKET	600 MOHAWK ST	UTICA	NY	13501	2	2	2	2	8			
162205	762093	CHASES SMOKE SHOP	2829 JAMES ST	SYRACUSE	NY	13206	1	1	1	1	4			
162202	762308	GALEVILLE GROCERY	412 OLD LIVERPOOL	LIVERPOOL	NY	13088	1	1	1	1	4			
162206	762348	MILLERS MOBIL	125 E MANLIUS ST	EAST SYRACU	NY	13057	2	2	2	2	8			
162202	762400	TRICOUNTY APLUS	2632 DOWNER ST	BALDWINSVIL	NY	13027	3	3	3	3	12	0362-0102		
162205	762499	LUDY'S GROCERY	106 OAK ST	SYRACUSE	NY	13203	1	1	1	1	4			
162205	762633	MIDDLE EAST GROCERY	1919 SO STATE	SYRACUSE	NY	13205	1	1	1	1	4			
162206	777258	A-PLUS MINI #4414	131 S JAMES ST	ROME	NY	13440	1	1	1	1	4	0362-0102		7110
162205	779482	ABE'S SHOP RITE	100 GEDDES ST	SYRACUSE	NY	13204	1	1	1	1	4			
162202	785031	WEST SIDE GAS-N-GO	304 W GENESSE ST	AUBURN	NY	13021	1	1	1	1	4			
162205	790587	C+C MINI MART	1431 NO SALINA ST	SYRACUSE	NY	13208	1	1	1	1	4			
162202	796285	SUNOCO	5824 E TAPT RD	NORTH SYRAC	NY	13212	1	1	1	1	4	0362-0102		C405

PAGE BREAK TOTAL ACCOUNTS 75 TOTAL QUANTITY 113 113 113 113 452

TEMPLATE TOTAL ACCOUNTS 75 TOTAL QUANTITY 113 113 113 113 452

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Salem '98

30¢ Off Pack Promotion

NOW OFF-INVOICE

- **Available 2nd week of month, Salem King, LT King, FF 100's, LT 100's**
- **All displays/POS available for order in "eaches"**

40-PACK SHIPPER DISPLAY

item #541964

- **Small footprint**
- **Shipped pre-assembled with product and paster**
- **Price discount clearly communicated**

item #541970

- **Comes packed in shipper display**

SALEM '98 SNIPED PASTER

SALEM SNIPED PACK REPLICA POS

NEW FOR '98!

item #541973

- **Impactful 3-D pack replicas**
- **Designed to increase awareness in self-service and non self-service locations**
- **Must be ordered separately from shipper display**

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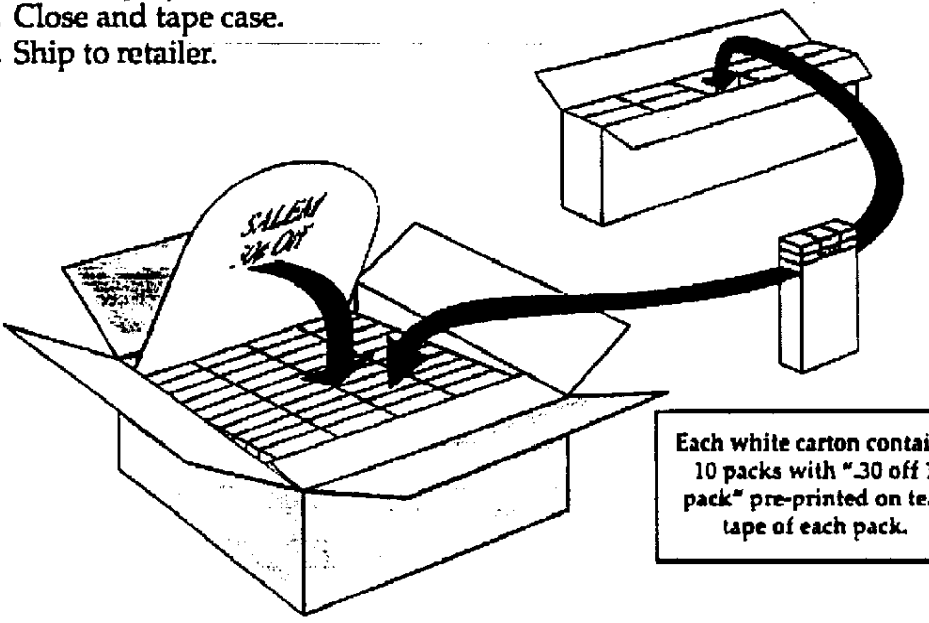
WHOLESALER PACKING INSTRUCTIONS

SALEM TEAR TAPE | 3RD QTR.'98

August SALEM 30¢ OFF 1 Pack Tear Tape

STEPS

1. Open SALEM 30¢ OFF 1 pack shipping case.
2. Place 40 packs of "tear tape" product in display.
3. Load 10 packs of same brand style in each row.
4. Fold display header card down.
5. Close and tape case.
6. Ship to retailer.



Each white carton contains 10 packs with "30 off 1 pack" pre-printed on tear tape of each pack.

Item# 541964
MSA Promotion Reporting Description: SAL_98_.30/1_PK_

Brand Style	King	100	LT King	LT 100		
Number of Cartons	Ship Number As Indicated					

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